ANNUAL REPORT 1989-90

ABC

BOWLING CONG

ABC®

ANNUAL REPORT

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ABOUT THE COVER

ABC's administrative leaders are Executive Director Darold Dobs (seated left), Assistant Executive Director Roger Dalkin (seated right), Group Executives (standing, from left) Jack Mordini, John Heindel, Steve James, Tom New and Jim Zebehazy.

A REPORT TO OUR MEMBERS

from Darold Dobs and Roger Dalkin

Darold Dobs
Executive Director

Roger Dalkin
Assistant Executive Director

We would be kidding you if we tried to tell you in this message for the Annual Report of the 1989-90 season that the world of bowling was all rosey pink and blue sky, wonderful. As informed volunteers, participants and officials of our sport, you would know that we would just be blowing smoke at you if that is the type of picture we were trying to paint.

You see clearer at the local level than we ever do here at Bowling Headquarters in suburban Milwaukee that the integrity of our sport has been hurt by escalating scoring trends around the country. You know membership is down. There are reports from our Group Executives in this annual report that address these issues, but for now, let us move on to the good news.

We are not going to watch our sport have its skill factor and integrity eroded. We, as your officials, are not going to sit back and watch membership decline.

We are continuing our efforts to promote ABC and our sport through logical communications efforts.

We are ready and excited to take on the challenges of the 1990s. As we rapidly approach the American Bowling Congress' 100th anniversary in 1995, we are proud to say that we are just as committed today as were the founding fathers in 1895 of our number one job: guardianship of our sport.

Often as the day-to-day duties of the sport such as awarding honor score rings or explaining to yet another league why it is important to sanction, we forget our first and foremost goal and we will repeat it here from our mission statement:

"The aim of the American Bowling Congress is to promote, to foster the integrity and to enhance the enjoyment of tenpin bowling as well as to instill a pride of membership in its members."

It is a great source of pride to us that our sport is guided by the votes of our members at the Annual Convention. Although it is you the members who decide the course our sport takes, it is the Congress administrative officers who work out the details. We know you have placed your trust in both of us as well as our Group Executives.

That's why the cover of this Annual Report bears the photo of the Congress' top administrative staff. We want you to know who we are and that like you, we are bowlers (although the action shots on the inside pages may not say much for our style) with an intense desire to keep bowling the proud sport that it is. We are the men behind your wishes for the game and if we aren't holding up to your expectations, tell us about it.

We can guarantee you that we give it our best efforts everyday, for you and for our sport.

Jim Zebehazy
FIELD SERVICES

When Darold Dobs became American Bowling Congress Executive Director, one of his primary goals was to answer pleas from local associations to help reduce their workload.

As a result, the Red Tape Action Group was created. This committee is made up of nine association secretaries from across the country.

They were given one assignment — find ways to eliminate what they felt was unnecessary work. The first two areas they selected were membership and awards, and they have virtually reviewed every form and application associations fill out in these areas.

The group has only met twice, but has made a major contribution in reducing red tape at ABC Headquarters and at local association offices. It is directly responsible for next year's return of prepackaged league supplies, removal of attachments to the membership cards, simplified membership and league sanction applications and no less than four proposed amendments at the 1991 Convention in Toledo, Ohio.

These local association officials also developed a questionnaire for use by associations when an award score is rolled in a league already beyond the 30-day grace period. Use of this form will reduce processing of that award by up to 4-6 weeks. There is also an entire list of other recommendations that need additional discussion by departments or ABC committees before final action can be taken.

The next step will be for the Red Tape Action Group to decide on the next two departments where they feel Red Tape can be eliminated. The Group will meet at least one more time before the Convention and will develop its list of recommendations for these new areas.

It has been a privilege to work with this group. The dedication and enthusiasm the members have shown toward their task is exciting. The most impressive characteristic has been a true concern that the primary criteria for their recommendations was for an improvement in service to the member.

This committee deserves a great deal of thanks from both staff and the local associations across the country. Hopefully, when the Red Tape Action Group completes its recommendations, local secretaries will have more time to promote the sport and build membership.

The Red Tape Auction Committee gathered at ABC Headquarters.

Jack Mordini TECHNICAL

During my college days at Wisconsin-La Crosse more than a few years ago, one of my professors told me that history would teach me everything I needed to know. Of course, he was a little biased, since he was my History 101 professor. But over the years, I have come to realize that history helps us put current events in perspective.

That is the case with the American Bowling Congress. Before ABC was formed in 1895, the game was in disarray. Different pins were being used, the length of the lane was not uniform from center to center and the size of bowling balls varied. When ABC's founding fathers gathered at New York's Beethoven Hall, standardization of the game of tenpins was foremost on their minds. Why was it so important to have the game standardized? Basically, there were two reasons: 1. People need to be playing the same game, whether they're in Milwaukee, Wis. (my hometown) or Milwaukie, Ore.; 2. Accomplishments are meaningless unless the game is standardized.

We are renewing ABC's responsibilities in those areas. The System of Bowling seeks to maintain the integrity that our forefathers established. The System looks at the four components of bowling — pins, balls, lane finish and lane dressing — and their effect on scoring. The Equipment Specifications Department has been testing those areas since 1985, and now is the time to put all the pieces of the puzzle together.

When I began bowling at Echo Bowl 35 years ago, the conditions were much different than they are today. But ABC's objective is not to return to the environment of another decade. Rather, we wish to create a bowling environment for the 1990s and beyond.

It will be different than today's environment. On today's condition, errant shots are corrected. To me, that's like praising your child after he has done something wrong. The future environment will put the challenge back in bowling without driving the average bowler away. The System will not affect the bowler who averages 170 or less.

As I write this, the finishing touches for the specifications, legislation and product testing procedures for the System of Bowling are being finalized. It will be an important time for the Convention delegates in Toledo as they view this new standard the System of Bowling will apply to our sport. It has been exciting and fulfilling for me to work on the creation of this new standard.

Putting the emphasis on the skill of the bowler rather than on the ball he is using or the lane dressing pattern he is bowling on is the challenge before the American Bowling Congress. ABC has answered that challenge in the past, and will continue to answer that challenge in the future. That's what leadership is all about.

Steve James COMMUNICATIONS

Communicating with members is a simple process for most organizations. But not for the American Bowling Congress.

Since ABC does not have its members' names on computer — or anywhere for that matter — the dilemma is figuring out how to talk to the people who want to and do belong to our organization.

There is no inexpensive answer.

Think for a moment about sending a Christmas card to each of our members. That's 25¢ for, let's round off to 3 million members. Total: $750,000. Merry Christmas!

So we devise other methods through programs, print and electronic media. None are inexpensive. But when properly positioned, the dollars spent are well worth it.

For example:

Bowling World — This 13 week, 30 minute magazine show is produced under ABC's direction. The purchase of air time is approximately $200,000 plus another $350,000 for production, talent, etc. The National Bowling Council has pitched in with $150,000 and more dollars are recouped through advertising sales on the telecast. The program is a promotional tool for the sport. And its audience is bowlers and nonbowlers.

ABC Fall Classic — This is approximately a $300,000 investment that could be one of the best communication tools ever used by the Congress. The PBA Fall Tour lasted five weeks and ABC purchased (out of the $300,000) two commercials spots for the four other telecasts and four spots on our own show which was aired Thanksgiving weekend. That weekend, incidentally, is the highest rated of all the five shows. Additionally, we were able to write and produce the five Earl Anthony Tips, which featured the System of Bowling. For this venture with the pro tour, ABC was in front of millions of bowlers and nonbowlers who heard about our organization and were invited to join.

Bowling Magazine — A poll of our readers and potential readers clearly indicated that a house organ was not what they wanted to read. Other than some association leaders, the majority told us to write about professionals, instruction, interesting people, etc. So the magazine was cut to six issues, expanded in pages and enhanced with interesting articles. A key point is that for every subscription we sell, that subscriber pays for one magazine we give free to a league secretary.

Briefings — We've been successful with these two publications because they provide short and sweet messages for the association board members and proprietors. Like the rest of society, they prefer to read a little bit about a lot of things rather than long articles. This vehicle is the replacement to our local boards for ABC news that previously was printed in Bowling Magazine.

There are many other communications tools ABC uses to reach segmented audiences. But the point of all this is that the Communications staff is charged with disseminating as much information as possible about our organization and sport in the most economical, but effective, means possible.

There's an old saying in public relations, advertising and promotion. We spent $100,000 on programs and have enjoyed a return on investment many times the cost. We can't cut any of the money we spent, but we're still not certain which dollars resulted in our good fortune.

ABC is no different. We're promoting our sport and our image. In the long run, we hope it means more members. But equally important, we believe it will mean contented members, people who really want to belong to ABC and say so.

That will be the best communication of all.

New Tom MEMBERSHIP SERVICES

The American Bowling Congress has always pointed out with pride that the game of American Tenpins is indeed an "All-American" sport.

It can be played by all ages from youth to senior. It knows no regional restriction. It appeals to people of all income levels.

While this is so, there has been a growing concern that those who represent the Congress on the administrative and volunteer levels may not adequately represent the true composition of our current membership or those who we may wish to attract to the game.

To address this issue, the ABC Organizational Relations Committee formed a Minority Representation Committee, composed of association officials from throughout the country. They not only speak for the concerns of minority groups who are already part of our membership, but are also looking for ways to introduce minorities to bowling. It would follow that these new bowlers would also eventually become ABC members.

As a result of discussions with this committee, ABC's administration and board leadership have endorsed a plan aimed at increasing the participation of minorities on the staff, local association, state association and national board level.

Obviously, we can better relate to these groups of new bowlers if we have representatives of these groups.

The administrative and voluntary leadership have an obligation to ensure the continuance of the "All-American" concept. At the same time, there is also an obligation to stem, stabilize and eventually turn around our current membership direction.

Both objects are valid. Both are obtainable. But they can only be reached by the cooperation and active participation of ALL of us involved with the game.

Members of the Minority Relations Committee met to discuss ABC's future.

Jerry Koenig U.S.T.B.F.

I used to enjoy roller coaster rides in my younger days, but I've never experienced the highs and lows I did this past year while trying to get bowling on the Pan Am program in Cuba.

How important are the Pan Am Games? If we are to become a medal sport in the Olympics, then the Pan Am Games are extremely important. The Pan Am Games are seen as the second most important sports event by the International Olympic Committee.

From a United States Tenpin Bowling Federation standpoint, being a medal sport in the Pan Am Games allowed us to become a full voting member in the United States Olympic Committee, and in turn made USTBF eligible for grants and funding. That's a highly significant chunk of change. In the 1991 budget, USOC grants will amount to $237,023. Of course, that helps reduce the amount of money ABC contributes to international bowling.

For example, last year ABC contributed $97,000 to USTBF. That amount was reduced $12,000 in this year's budget, thanks in part to the funding from USOC.

USTBF is extremely grateful for ABC's support through the years, and we hope every ABC member realizes it is money well spent. There are many important reasons why I think it is, but I'll touch on three which I consider most important.

No. 1 is what I call the Dream Factor. It allows every sanctioned male, female and junior bowler to dream that he or she will represent the United States in international bowling competition. No other sport, be it basketball or gymnastics, offers such a grass roots foundation. TEAM USA begins at the local level, whether it is league or tournament qualifiers. In most instances, you can enter just by visiting your local bowling center and signing up.

No. 2 is similar. We are keeping the dream alive for every 6 year old throughout this land. We can tell them truthfully that if they practice hard enough and work on their skills, they can achieve that goal of international bowling competition (maybe even the Olympic Games someday!).

Finally, No. 3 involves the promotional end of the sport. We, as an industry, are always talking about how we need to get away from the subject of lane dressing and work toward promotion of our sport. Well, let me tell you there is nothing better to promote than TEAM USA. After seeing these athletes, and yes they certainly are athletes, perform under pressure in competitions such as the U.S. Olympic Festival, British Open and World Cup, I have come to realize that this is a super program and deserves as much promotion as the industry can give it.

So yes, it has been a terrific roller coaster ride. But there is no doubt in my mind that it has been worth it, especially when I see a TEAM USA member accepting the gold medal at the 1991 Pan Am Games.

John Heindel
FINANCE

A financial report makes for great reading — better than a great novel or the daily sports pages. I guess not many ABC members feel that way because the Financial Report is structured to be read by accountants, like me, and it is probably just a bunch of numbers to 95% of the population.

What I want to do is show how you can find some fine reading and understand the ABC Financial Report.

ABC always has been very open with its finances. We supply more information than many publicly held companies in their reports to stockholders. It is ABC's philosophy to keep bowlers the most informed participants of any sport.

The place to start reading the Financial Report is up front — the opinion letter from Arthur Andersen & Co., an independent accounting firm. It simply says that the accounting firm audited ABC, reviewed our accounting records and determined the financial statements of the Congress are presented fairly and in accordance with generally accepted accounting principles. This is the best stamp of approval — much like from Good Housekeeping or Underwriters Laboratories — a company can receive.

Next, take a look at the "Balance Sheets" that directly follow the auditor's report. The Balance Sheets are a snapshot of the ABC's assets and liabilities.

- Assets — These are items ABC has of value. Some are very liquid, such as cash in the bank. Others, such as building and equipment, aren't liquid. Non-liquid assets at your home would be your house and car. Your savings account is liquid because it can easily become cash.
- Liabilities — These are the amounts the ABC owes and hasn't paid, similar to your home mortgage or car loan.
- Fund balance — This is the net income ABC has accumulated ever since our formation in 1895. The Fund Balance has been used for projects such as purchasing Bowling Headquarters and new equipment. The remainder is invested and utilized to pay for operating expenses as needed.

A main item of interest and a question I am often asked is: "How much money does the ABC have?" which is followed by "Why do we need so much?"

I like answering these questions, but first you must have a reference point to compare the economics. In personal finances, a general guideline is that you should have between two and three months of your annual salary "in the bank" in case of emergency. If your income is $25,000, you should have between $4,250 and $6,250 in a savings account.

ABC has an annual income of almost $15 million. Using the personal guideline, ABC should have between $2.5 and $3.8 million available to stay with these standards for fiscal responsibility.

Let's take a close look at some of the numbers. For any organization to survive, adequate cash reserves are required for stability for today and tomorrow. Look at the Balance Sheets, under Current Assets, and see that investments for ABC operating and tournament funds were $7,460,707 and $8,119,932 for 1989-90 and 1988-89, respectively. The investments decreased because ABC

John Heindel FINANCE

provided more in services in fiscal 1990 than it took in through revenue. ABC invests membership dollars to tide us over the rough parts of the year since most of our cash comes in during three months in the fall and we of course have to keep operating for 12 months.

For the 1989-90 season, ABC operated at a $647,471 deficit and the projected deficit for 1990-91 is $1,617,845. These are planned deficits and will be "paid for" using ABC's investment reserves (see graph). Going a step further, maintaining programs and services, the 1991-92 budget projects a $2.6 million deficit which would leave the Congress with only $800,000 of liquid assets at the end of that season. The deficits aren't surprises since they were anticipated and planned for with the last dues increase during the 1988-89 season.

This does cause a problem, however. The Congress needs sufficient cash reserves to operate. To keep the doors at headquarters open, we need between $800,000 and $1.2 million each month. And since our dues money comes in over a few months, we need the investments to carry us through. To kick off a season in August, we need about $2 million and the dues don't come in until October and November.

Just as you have to pay a mortgage, ABC has to pay for Bowling Headquarters. Just as you have necessities such as food, we have necessities of service such as awards and bonding premiums. Your household budget and ABC's budget are basically the same except that we have more zeroes than you do. But, then again we need the zeroes. You might be supporting a family of four, our family is 3 million members and 2,800 state and local associations that depend on us. And we know that the $7,460,707 we have invested is a great deal of money, about $2.46 for each member, and we nurture it carefully to give you the best membership value.

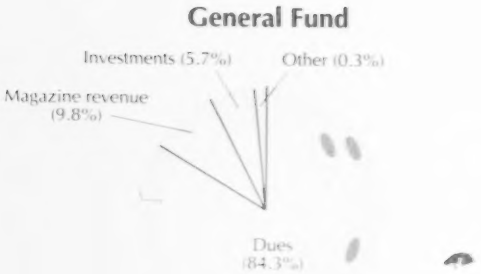
While the Balance Sheet is a snapshot, the Income Statement tells where we earned money and what we did with it. This statement shows that we are very dues dependent and that we need the investments to finance our programs and run a successful championships tournament.

Now, we get to the Notes to the financial statement, which are the nitty-gritty details. Ordinarily, people avoid these, but financial people love to read them first because there is so much detail involved.

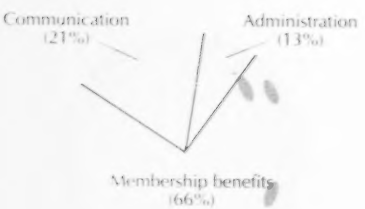
Finally, a very interesting part of the report is Exhibit 1 or the schedule of functional expenses for ABC. This is my favorite part, since you can see where all the money goes. Look at other annual reports. I doubt if you will find one that details how much each department of the company spends on salaries or travel. Nobody provides the information to members like we do.

Also, take a moment to look at the graphs we have provided this year. Approximately 66% of ABC expenses go to membership services and processing. It also shows that getting the word out to members and the bowling public is important to the Congress since 21% of expenses goes to communication. It's also important to note that only 13% goes to administrative expenses.

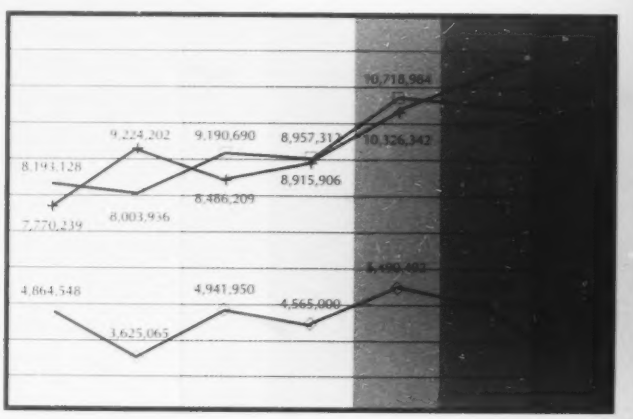
I hope I have helped shed some light on my favorite subject and if you have questions, drop me a note.



1989-90 Income
(10,588,673 Total General Income)



1989-90 Expenses



FINANCIAL REPORT 1989-90

To the Board of Directors of American Bowling Congress:

We have audited the accompanying balance sheets of AMERICAN BOWLING CONGRESS (a Wisconsin corporation without capital stock and not-for-profit) as of July 31, 1990 and 1989, and the related statements of income and expenses and changes in fund balance and statements of cash flows for the years then ended. These financial statements and the schedules referred to below are the responsibility of management. Our responsibility is to express an opinion on these financial statements and schedules based on our audits. The summarized financial data for Bowlers' Building Corporation (BBC) contained in Note 2d are based on the financial statements of BBC which were examined by other auditors. Their report has been furnished to us and our opinion, insofar as it relates to the data in Note 2d, is based solely on the report of the other auditors.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, based on our audit and the report of other auditors, the financial statements referred to above present fairly, in all material respects, the financial position of American Bowling Congress as of July 31, 1990 and 1989, and the results of its operations and its cash flows for the years then ended, in conformity with generally accepted accounting principles.

Our audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary schedules (Exhibits I and II) are presented for purposes of additional analysis and are not a required part of the basic financial statements. This information has been subjected to the auditing procedures applied in our audit of the basic financial statements and, in our opinion, based on our audit and the report of other auditors, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Arthur Andersen & Co.

Milwaukee, Wisconsin,
September 11, 1990.

Balance Sheets

ASSETS	As of July 31, 1990	As of July 31, 1989
Current assets:		
Cash	$ 128,453	$ 254,540
Investments (Note 2f)	7,460,707	8,119,932
Accounts receivable, less allowance for doubtful accounts of $6,000 (Note 9)	531,325	293,267
Award inventory	51,360	53,609
Printed matter	405,932	430,566
Prepaid expenses and other	471,430	344,745
Total current assets	9,049,207	9,496,659
Investment in Bowlers' Building Corporation (Note 2d)	1,660,391	1,731,441
Note receivable from Young American Bowling Alliance, Inc. (Note 6)	60,000	70,000
Less — Reserve for note receivable	(60,000)	(70,000)
Notes receivable from National Bowling Hall of Fame and Museum, Inc. (Note 5)	1,821,500	1,821,500
Less — Reserve for notes receivable	(1,821,500)	(1,821,500)
Property and equipment (Note 2b)		
Tournament equipment	1,522,768	1,490,095
Office furniture, equipment and other	2,090,586	1,967,470
	3,613,354	3,457,565
Less — Accumulated depreciation	(2,628,822)	(2,458,992)
	984,532	998,573
Total assets	$11,694,130	$12,226,673
LIABILITIES AND FUND BALANCE		
Current liabilities:		
Accounts payable	$ 481,113	$ 552,208
Due associations and others	107,262	157,904
Accrued liabilities (Note 4)	752,135	759,503
Tournament deposits and deferred revenue	1,299,377	1,380,824
Total current liabilities	2,639,887	2,850,439
Fund balance (Note 2e)	9,054,243	9,376,234
Total liabilities and fund balance	$11,694,130	$12,226,673

Statements of Income and Expenses and Changes in Fund Balance

Income:	Year ended July 31, 1990	Year ended July 31, 1989
Membership dues (Note 2c)	$ 8,923,554	$ 9,349,502
National Tournament (Exhibit II)	4,058,265	3,380,263
Magazine revenue and advertising (Notes 2c and 9)	1,034,504	742,066
Income from investments	600,875	579,658
Other	29,740	47,758
Total income	14,646,938	14,099,247
Expenses (Exhibit I):		
Membership services	6,097,233	5,935,317
National Tournament (Exhibit II)	3,732,785	3,274,917
Office and general	1,437,540	1,650,871
Public relations and promotion (Note 5)	890,692	926,785
Electronic media (Note 9)	763,386	—
Bowling Magazine	714,668	612,046
Field services	815,462	753,096
Data processing	300,380	239,900
Equipment specifications	216,783	208,327
Total expenses	14,968,929	13,601,259
Net income (loss)	(321,991)	497,988
Fund balance, beginning of year	9,376,234	8,878,246
Fund balance, end of year (Note 2e)	$ 9,054,243	$ 9,376,234

Statements of Cash Flows

Cash flows from operating activities:	Year ended July 31, 1990	Year ended July 31, 1989
Net income (loss)	$ (321,991)	$ 497,988
Adjustments to reconcile net income (loss) to net cash provided by operating activities —		
Depreciation expense	238,113	239,547
Pension expense	191,904	130,779
Loss (gain) on sale of assets	6,287	(8,454)
Change in assets and liabilities —		
Accounts receivable	(238,058)	213,558
Award inventory	2,249	31,337
Printed matter	24,634	27,524
Prepaid expenses and other	(126,685)	92,044
Accounts payable	(71,095)	(110,934)
Due associations and others	(50,642)	58,003
Accrued liabilities	(199,272)	(24,975)
Tournament deposits and deferred revenue	(81,447)	384,050
Total adjustments	(304,012)	1,032,479
Net cash (used in) provided by operating activities	(626,003)	1,530,467

Cash flows from investing activities:		
Property and equipment expenditures	(261,053)	(186,258)
Proceeds from sale of property and equipment	30,694	266,199
Investment in Bowlers' Building Corporation	71,050	55,496
Sale (purchase) of investments	659,225	(1,621,452)
Net cash provided by (used in) investing activities	499,916	(1,486,015)
Net increase (decrease) in cash	(126,087)	44,452
Cash, beginning of year	254,540	210,088
Cash, end of year	$ 128,453	$ 254,540

(The accompanying notes to financial statements are an integral part of these statements.)

Notes to Financial Statements

1. Corporate Organization

The American Bowling Congress (ABC) is a service oriented sports organization formed to adopt and enforce uniform playing rules and conditions for the sport of American Tenpins. It provides programs and services to its membership for their participation in organized bowling and encourages the creation and development of events for amateurs. The goal of ABC is to promote, foster the integrity of, and enhance the enjoyment of tenpin bowling.

2. Summary of Significant Accounting Policies

(a) Method of accounting —
The books of account of ABC are maintained on the accrual basis, except for certain membership dues.

(b) Property and equipment —
The cost of property and equipment acquired is depreciated using the straight-line method of depreciation. Tournament equipment is depreciated over an eight-year life and office furniture and equipment over five to ten years.

(c) Membership dues recognition —
Membership dues are recognized when remitted, the majority of which are received during the first eight months of the fiscal year. A portion of the membership dues received is allocated to magazine revenue and advertising. This revenue relates to magazine subscriptions issued to each ABC league and is based upon one-half of the full subscription price. A summary of the dues allocated is as follows:

	Year ended July 31, 1990	Year ended July 31, 1989
Total membership dues received	$9,402,144	$9,839,067
Less - Dues allocated to magazine revenue	(478,590)	(489,565)
Net membership dues	$8,923,554	$9,349,502

(d) Investment in Bowlers' Building Corporation —
ABC's investment in Bowlers' Building Corporation (BBC) is accounted for using the equity method. BBC holds title to the land and building utilized by ABC as its national headquarters. Summarized financial information for BBC for fiscal years 1990 and 1989 is shown below:

	As of July 31, 1990	As of July 31, 1989
Cash	$ 15,517	$ 11,890
Receivables	8,064	11,309
Property and equipment (less accumulated depreciation)	3,445,122	3,571,551
Total assets	$3,466,708	$3,594,750
Accounts payable	$ 5,926	$ 5,618
Real estate tax accrual	140,000	126,250
Equity —		
American Bowling Congress (ABC)	1,660,391	1,731,441
Women's International Bowling Congress (WIBC)	1,660,391	1,731,441
Total liabilities and equity	$3,466,708	$3,594,750

	Year ended July 31, 1990	Year ended July 31, 1989
Operating expenses	$454,529	$403,884

(e) Fund balance —
The fund balance is composed of two separate funds, the operating fund and the tournament fund, detailed below:

	Operating	Tournament	Total
Balance, July 31, 1988	$7,757,536	$1,120,710	$8,878,246
Net income	392,642	105,346	497,988
Balance, July 31, 1989	8,150,178	1,226,056	9,376,234
Net income (loss)	(647,471)	325,480	(321,991)
Balance, July 31, 1990	$7,502,707	$1,551,536	$9,054,243

The Finance and Budget committee of ABC designates portions of the operating fund for specific purposes. At July 31, 1990, the operating fund consists of the following:

Designated funds —	
International bowling activities	$ 400,000
Operations	1,225,000
New business development	100,000
	1,725,000
Fund balance not designated	5,777,707
Operating fund balance	$7,502,707

(f) Investments —
Investments are stated at cost which approximates market. Summarized investment data is shown below:

	As of July 31, 1990	As of July 31, 1989
Operating fund	$5,032,158	$5,490,492
Advance tournament deposits	1,266,858	1,270,913
Restricted for tournament equipment replacement and other tournament activities	994,715	1,159,001
Accrued interest receivable	166,976	199,526
	$7,460,707	$8,119,932

Advance deposits are collected for the next year's National Tournament. Amounts received and any interest earned are both deferred as the funds are to be used exclusively for next year's tournament.

3. Income Tax Status

The Internal Revenue Service has issued a determination letter dated Aug. 4, 1986, granting ABC an exemption from Federal income taxes under IRS Code Section 501(c)(3). ABC is also exempt from State of Wisconsin income taxes.

4. Pension Plan

ABC employees are covered under the ABC Retirement Plan (the "Plan"). The Plan also covers employees of the Young American Bowling Alliance, Inc. (YABA). ABC's policy is to fund the minimum required contribution as determined by the actuary. Total contributions to the Plan were $408,452 and $343,419 in fiscal 1990 and 1989, respectively. ABC's portion of the fiscal 1990 and 1989 contributions was $349,249 and $303,823, respectively, with the remaining contributions paid by YABA. Total pension expense was $224,449 and $147,823, of which $32,545 and $17,044 was charged to the YABA in fiscal years 1990 and 1989, respectively.

The net periodic pension cost components for fiscal 1990 and 1989 were as follows:

	As of July 31, 1990	As of July 31, 1989
Service cost-benefits earned during the year	$ 316,235	$ 288,797
Interest cost on projected benefit obligation	513,781	419,429
Actual return on assets	(462,944)	(919,281)
Net amortization and other components	(142,623)	358,878
Total pension plan expense	$ 224,449	$ 147,823

The principle actuarial assumptions used for fiscal year 1990 and 1989 valuations were:

	As of July 31, 1990	As of July 31, 1989
Discount rate	7.50%	7.75%
Long-term rate of compensation increase	6.50%	6.50%
Long-term rate of return on plan assets	9.50%	9.50%

The funded status of the Plan is as follows:

	As of July 31, 1990	As of July 31, 1989
Actuarial present value of benefit obligations:		
Vested	$5,849,235	$4,643,566
Nonvested	142,771	364,208
Accumulated benefit obligation	5,992,006	5,007,774
Effect of projected future salary increases	1,471,798	1,328,990
Projected benefit obligation	7,463,804	6,336,764
Plan assets at market value	6,909,499	6,556,881
Funded status	(554,305)	220,117
Unrecognized net asset at Aug. 1, 1987, net of amortization	(728,604)	(780,647)
Unrecognized prior service cost	834,901	348,699
Unrecognized net loss (gain)	321,099	(99,081)
Net pension (liability) recognized in the balance sheets	(126,909)	(310,912)

ABC's share of the net liability amounts ($112,723 and $270,068 as of July 31, 1990 and 1989, respectively) is included in accrued liabilities in the accompanying balance sheets.

During 1990, various changes were made to the Plan which increased the total projected benefit obligation $535,220. Also, during 1990, there was a decrease in the discount rate assumption from 7.75% to 7.5%, which resulted in an increase in the total projected benefit obligation of $248,175.

5. National Bowling Hall of Fame and Museum, Inc.

On March 27, 1981 during the ABC National Convention, the delegates approved and ratified a resolution stating that ABC, along with WIBC, would guarantee the continuation of the National Bowling Hall of Fame and Museum, Inc. (NBHF&M) operations for a period of 10 years. Accordingly, this guarantee has been carried out in the form of advances by ABC and WIBC to NBHF&M. During 1990, the ABC and WIBC, along with AMF, Inc., Brunswick Corporation and the Bowling Proprietors Association of America (BPAA) each contributed $25,000 to NBHF&M to help finance its operations.

In 1986, prior borrowings of NBHF&M (for the construction of the National Bowling Hall of Fame and Museum) were repaid by additional ABC and WIBC advances. All advances have been secured by a mortgage on the property in favor of ABC and WIBC.

The notes receivable from NBHF&M are interest-free and had a due date of July 31, 1990, which was subsequently extended to July 31, 1991. Management's intent is to not call for payment at the due date of the notes, unless NBHF&M has the financial ability to repay. Additional formal extension of the notes is planned. Since collection is not anticipated at this time, the notes have been fully reserved.

6. Note Receivable from Young American Bowling Alliance, Inc.

The note receivable from the Young American Bowling Alliance, Inc. is interest-free and had a due date of Aug. 1, 1990, which was subsequently extended to July 31, 1991. An additional $10,000 payment was received in fiscal 1990. It is management's intent, however, to not call for payment on the remainder of the note. Since collection of the note is not anticipated at this time, the note has been fully reserved.

7. Line of Credit

ABC has a bank line of credit arrangement in the amount of $1,000,000. There are no compensating balance arrangements. There were no borrowings under this line at July 31, 1990 or 1989, or during the years then ended.

8. Joint Administration of Equipment Specifications Department

On Aug. 1, 1988, ABC entered into an agreement with WIBC to jointly administer the Equipment Specifications Department. ABC sold to WIBC a one-half interest in the furniture and fixtures, the lane dressing measuring equipment, and certain lane certification and inspection equipment and supplies located in this department. The ABC received $347,099 from the sale, which approximated the net book value of the assets sold.

9. Electronic Media Department

In 1990, ABC started the electronic media department. This department is responsible for all costs associated with promoting ABC and bowling through television and radio. The costs incurred in fiscal 1990 relate principally to a new television show entitled "Bowling World." Magazine revenue and advertising also includes $207,644 of advertising income relating to this show.

10. Reclassifications

Certain reclassifications have been made to the 1989 amounts to conform with the 1990 presentation.

Exhibit I

Schedule of functional expenses for the year ended July 31, 1990, together with comparative totals for the year ended July 31, 1989.

	Membership Services	Office and General	Public Relations Promotion	Electronic Media	Bowling Magazine	Field Services	Data Processing	Equipment Specifications	1988 Total	Percent of 1988 Total Expenses	1987 Total
Salaries	$1,490,986	$ 627,090	$168,164	$ —	$ 47,134	$329,341	$227,346	$187,253	$3,077,314	27.4%	$3,066,327
Travel expenses	56,263	86,306	15,600	33,793	2,066	307,296	778	5,341	507,443	4.5	461,775
Board and Committee travel	548,109	—	—	—	—	—	—	—	548,109	4.9	480,588
Printed material	519,286	—	53,977	—	—	13,752	—	7,828	594,843	5.3	616,174
Printing and handling of magazine	—	—	—	—	364,795	—	—	—	364,795	3.2	344,485
Postage, cartage and express	341,617	5,811	18,123	33,038	85,918	4,541	—	9,574	498,622	4.4	495,886
Awards	1,607,010	—	—	—	6,138	—	—	—	1,613,148	14.4	1,629,511
Employment and outside services	69,226	52,624	—	—	13,991	—	95,209	8,990	240,040	2.1	234,410
Bonding, burglary and hold-up insurance	243,897	—	—	—	—	—	—	—	243,897	2.2	259,821
Taxes and insurance	418,079	449,085	47,913	—	13,432	94,399	66,291	53,441	1,142,640	10.2	819,868
Equipment rental and maintenance	43,591	5,371	9,292	—	—	1,725	20,134	—	80,113	0.7	86,222
Depreciation expense	60,910	41,603	8,805	—	7,155	3,596	29,493	37,426	188,988	1.7	191,817
Lane inspection training program	114,734	—	—	—	—	—	—	—	114,734	1.0	98,129
Other contributions	22,000	—	90,444	—	—	—	—	—	112,444	1.0	143,053
Building occupancy expense paid to other bowling organizations	189,785	60,507	30,199	—	8,546	8,909	—	38,654	336,600	3.0	290,968
Local association workshops	82,679	—	—	—	—	—	—	—	82,679	0.7	132,757
Advertising expense	—	—	64,393	78,257	—	—	—	—	142,650	1.3	27,685
Office and other expenses	460,247	260,434	133,782	—	165,493	51,903	40,616	19,353	1,131,828	10.1	1,337,321
National Bowling Council promotional fund contribution	—	—	250,000	—	—	—	—	—	250,000	2.2	250,000
Charges to other bowling organizations	(171,186)	(151,291)	—	—	—	—	(179,487)	(151,077)	(653,041)	(5.8)	(640,455)
Airtime expense	—	—	—	181,000	—	—	—	—	181,000	1.6	—
Production and development	—	—	—	437,298	—	—	—	—	437,298	3.9	—
Total operating expenses	$6,097,233	$1,437,540	$890,692	$763,386	$714,668	$815,462	$300,380	$216,783	$11,236,144	100.0%	$10,326,342
Percent of total expenses	54.3%	12.8%	7.9%	6.8%	6.3%	7.3%	2.7%	1.9%	100%		

Exhibit II

Schedule of tournament income and expenses.

Income:	Year ended July 31, 1990	Year ended July 31, 1989
Entry fees —		
Regular team	$ 459,950	$ 385,850
Doubles	458,740	385,600
Singles	458,740	385,600
All events	220,445	184,910
Tournament expense fee	1,377,430	1,157,050
Total entry fees received	2,975,305	2,499,010
Masters and Pro-Am income	314,520	317,455
Tournament site subsidy	282,000	188,000
Income from investments	342,724	244,616
Other income	143,716	131,182
Total income	4,058,265	3,380,263

Expenses:		
Prizes —		
Cash prizes distributed	1,676,747	1,405,077
Championship medals and trophies	6,574	4,648
Total prizes	1,683,321	1,409,725
Construction, installation and equipment cost	420,132	454,800
Operating payroll	770,492	623,484
Other direct cost	126,940	139,562
Program expenses	57,489	41,555
Equipment depreciation expense	49,125	47,730
Masters and Pro-Am expenses	353,213	346,688
General expenses	272,073	211,373
Total expenses	3,732,785	3,274,917
Net tournament income	$ 325,480	$ 105,346

ABC still tops in sports membership

Be proud that you continue to belong to the world's largest sports membership organization.

That's the conclusion reached by 1989-90 membership figures. ABC sanctioned 3,036,907 members during the season completed July 31. That represents a membership drop from 1988-89's 3,165,471 total of about 4%.

ABC members participated on 1,279,346 teams in 114,776 leagues, decreases of 26,549 and 2,693, respectively from the 1988-89 season. A total of 78,724 leagues were mixed, 68.5% of all sanctioned leagues.

The average number of teams per league was 11.1 for the second consecutive season with 40,931 between five and eight teams and 39,770 between 9-12 teams. There were 2,144 leagues with more than 24 teams, an increase of 133 over last season.

"The decrease in membership has not deterred us from achieving our goal of improving the quality of membership and the sport," said ABC Executive Director Darold Dobs. "We are concerned about the decrease, but we still must serve the members we have.

"We will continue to take the initiative in a number of areas to improve membership quality and attract new members within our budget contraints. It will be necessary for ABC to work closely with proprietors in promoting the sport and retaining our members. One of these programs is the production of the 'Special Sport' video program which is designed to help proprietors attract and retain league bowlers through instruction."

The Greater Detroit Bowling Assn. continued to be the largest of the 2,794 local associations with 101,211 members, helping Michigan retain the top membership for the third consecutive season with 259,465.

The Chicago Metropolitan B.A. was second largest local association with 55,021 while New York remained the second largest state with 249,388.

Wisconsin had the most local associations with 181, eight more than Minnesota. Canada's ABC membership continued to rise, jumping 200 to 52,060, while the military had approximately 32,000 members, with those stationed overseas receiving free membership.

WHERE THE BOWLERS ARE

MEMBERSHIP BY ASSOCIATION

	Members	Leagues
1. Greater Detroit	101,211	2,920
2. Chicago Metropolitan	55,021	1,659
3. Nation's Capital Area	36,862	1,484
4. Eastern Long Island	32,758	1,039
5. Minneapolis District	29,835	950
6. Denver	27,451	1,177
7. Buffalo	25,668	797
8. Greater St. Louis	25,492	898
9. Citrus Belt (Calif.)	25,285	1,214
10. Rochester (N.Y.)	24,787	890
11. Greater Milwaukee	24,684	949
12. Greater Cleveland	24,388	754
13. New York	23,774	788
14. Greater Cincinnati	21,041	756
15. Greater Phoenix	19,406	873
16. Orange County (Calif.)	18,721	934
17. Greater Philadelphia	18,720	628
18. Greater Columbus	18,663	741
19. Toledo	18,587	703
20. Los Angeles	18,477	791
21. Greater Baltimore	18,373	857
22. Greater Indianapolis	18,355	608
23. Houston	18,252	738
24. Greater Louisville	18,055	639
25. Greater Grand Rapids (Mich.)	16,979	612

MEMBERSHIP BY STATE

	Members	Leagues
1. Michigan	259,465	8,116
2. New York	249,388	8,678
3. California	221,532	10,614
4. Ohio	221,097	7,527
5. Illinois	166,576	5,434
6. Wisconsin	149,641	5,431
7. Pennsylvania	145,683	5,512
8. Florida	117,467	4,767
9. Texas	112,872	5,130
10. Indiana	105,725	3,432

Summary of Dues and Fees for 1989-90

State	Membership Dues	Lane Fees	Total	Leagues	Teams	Assns.	Members
Alabama	52,748.50	166.00	52,914.50	795	8,236	28	16,492
Alaska	28,694.00	93.00	28,787.00	350	3,747	13	9,145
Arizona	125,251.50	251.00	125,502.50	1,787	19,395	23	41,415
Arkansas	47,754.50	162.00	47,916.50	617	6,168	47	14,157
California	665,140.00	1,168.00	666,308.00	10,614	125,761	89	221,532
Colorado	157,420.00	357.00	157,777.00	2,094	22,822	47	51,430
Connecticut	107,434.50	123.00	107,557.50	1,081	14,091	7	33,779
Delaware	40,092.00	51.00	40,143.00	525	5,929	2	13,370
Florida	356,962.50	864.00	357,826.50	4,767	60,197	37	117,467
Georgia	110,372.50	294.00	110,666.50	1,629	18,099	35	36,532
Hawaii	38,796.00	96.00	38,892.00	447	6,616	5	13,479
Idaho	47,382.50	208.00	47,590.50	555	5,635	41	14,262
Illinois	520,694.50	1,466.00	522,160.50	5,434	58,276	130	166,576
Indiana	330,594.50	735.00	331,329.50	3,432	39,821	98	105,725
Iowa	199,021.00	758.00	199,779.00	2,265	20,733	171	60,741
Kansas	128,534.00	432.00	128,966.00	1,677	15,659	111	39,227
Kentucky	102,137.00	254.00	102,391.00	1,260	15,026	27	33,201
Louisiana	70,299.50	168.00	70,467.50	1,145	13,237	18	23,190
Maine	15,740.50	45.00	15,785.50	168	1,797	7	5,017
Maryland	85,272.00	157.00	85,429.00	1,262	15,463	6	27,648
Massachusetts	66,745.50	114.00	66,859.50	848	9,839	14	21,750
Michigan	816,070.50	1,519.00	817,589.50	8,116	100,575	122	259,465
Minnesota	294,844.00	918.00	295,762.00	3,083	28,351	173	94,137
Mississippi	20,305.00	96.00	20,401.00	288	3,160	20	6,276
Missouri	228,154.00	668.00	228,822.00	2,915	29,516	86	73,386
Montana	53,992.50	253.00	54,245.50	572	5,632	65	16,124
Nation's Capital	117,153.00	164.00	117,317.00	1,484	20,577	1	36,862
Nebraska	128,877.50	399.00	129,276.50	1,393	13,909	110	41,040
Nevada	54,507.00	108.00	54,615.00	721	8,818	10	17,744
New Hampshire	17,965.50	56.00	18,021.50	189	2,137	7	5,649
New Jersey	274,091.00	417.00	274,508.00	3,156	40,759	14	90,321
New Mexico	46,026.50	139.00	46,165.50	549	6,413	27	14,486
New York	777,467.50	1,651.00	779,118.50	8,678	98,719	93	249,388
North Carolina	140,933.00	321.00	141,254.00	2,083	21,791	40	43,918
North Dakota	57,486.00	305.00	57,791.00	606	4,916	85	17,843
Ohio	696,365.50	1,616.00	697,981.50	7,527	82,899	112	221,097
Oklahoma	87,201.00	267.00	87,468.00	1,287	13,063	56	27,681
Oregon	95,001.50	324.00	95,325.50	1,224	12,932	49	30,117
Pennsylvania	455,590.50	1,690.00	457,280.50	5,512	54,134	70	145,683
Rhode Island	18,808.50	33.00	18,841.50	257	3,039	1	6,289
South Carolina	77,222.50	218.00	77,440.50	1,363	14,212	21	24,559
South Dakota	57,489.00	255.00	57,744.00	597	5,507	74	17,526
Tennessee	91,117.00	263.00	91,380.00	1,301	14,766	38	29,364
Texas	349,746.50	812.00	350,558.50	5,130	57,294	105	112,872
Utah	55,193.50	159.00	55,352.50	621	7,362	16	17,773
Vermont	28,155.00	57.00	28,212.00	261	2,910	14	8,542
Virginia	138,819.50	258.00	139,077.50	1,709	21,159	22	45,693
Washington	182,129.50	476.00	182,605.50	2,308	24,683	50	57,819
West Virginia	50,392.00	150.00	50,542.00	607	6,184	27	15,610
Wisconsin	471,271.50	1,594.00	472,865.50	5,431	52,091	181	149,641
Wyoming	30,739.00	126.00	30,865.00	352	3,352	31	9,233
Canada	166,750.50	484.00	167,234.50	1,678	20,005	39	52,060
Europe	8,922.00	422.00	9,344.00	573	6,335	57	18,159
Japan	2,027.00	34.00	2,061.00	72	915	4	2,596
Outer Regions	8,224.00	63.00	8,287.00	179	2,086	9	5,541
Pacific Area	5,451.50	141.00	5,592.50	202	2,598	7	6,278
Saudi Arabia	—	—	—	—	—	2	—
TOTALS	9,401,577.00	24,418.00	9,425,995.00	114,776	1,279,346	2,794	3,036,907

EDITOR'S NOTE — The membership figures shown in this portion of the Annual Report were recorded from March 15, 1989 through July 31, 1989 (summer leagues) and Aug. 1, 1989 through July 31, 1990 (winter leagues).

The dues, leagues and teams figures are from Aug. 1, 1989 through July 31, 1990.

Note: Playing strength figures are available upon request. For more information on playing strength, contact the ABC Membership Department.

Bowlers Reap Rewards in Record Numbers

More bowlers received more awards during the 1989-90 season. That's the conclusion reached by looking at the numbers released by the ABC Awards Department.

ABC issued an all-time record 295,418 awards during the season which concluded July 31. The previous record was 258,437 in 1987-88.

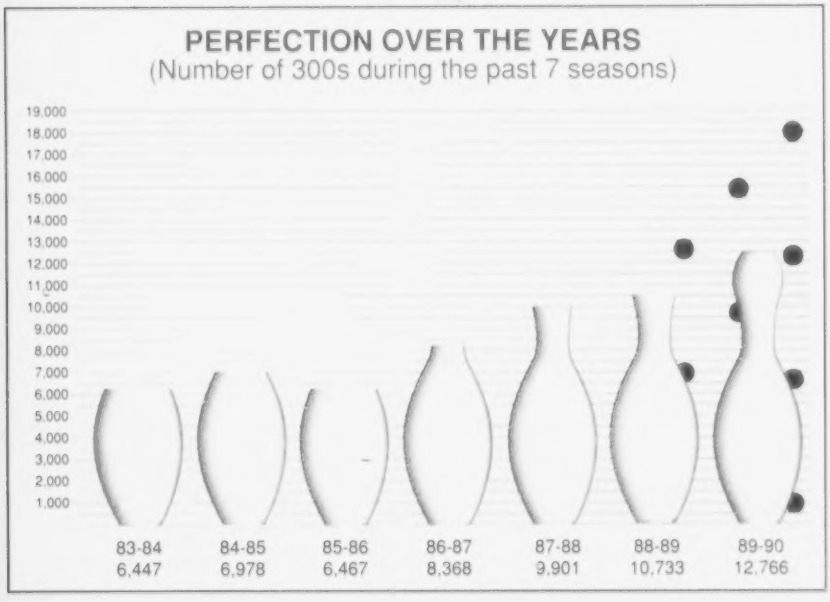
Included in the overall total were a record 12,766 perfect games, an increase of 2,033 from the previous record 10,733 approved in 1988-89. In addition, there were 5,848 299 games and 2,799 298s, up from 4,917 and 2,488 the previous season.

Of the 300 games, only 1,871 were duplicates, meaning almost 11,000 men posted perfect games. Thee also were 320 duplicate 299s, 51 duplicate 298s, 325 duplicate 800s and 283 duplicate 11 in-a-rows.

The numbers do not indicate the number of awards actually achieved in a particular season. Rather, they refer to scores approved during the Aug. 1-July 31 seasonal time frame. Scores achieved in a season but approved after the close of a fiscal year are included in the season in which they are approved.

The breakdown by award for scores approved during the ABC fiscal year — Aug. 1, 1989-July 31, 1990 — follows:

300 Games	12,766
299 Games	5,848
298 Games	2,799
800 Series	2,628
700 Series	76,767
Eleven In-A-Row	10,014
Awards of Merit	1,795
Halls of Fame	1,018
Triplicate	24,737
Dutch 200 Games	5,047
Big Four Split	3,801
7-10 Split	3,366
100 Over Game	36,930
150 Over Series	42,509
All Spare Games	14,735
75 Over Game (Seniors)	6,617
125 Over Series (Seniors)	3,944



Fiscal Year Awards

Individual Series
1. Michael Ferguson, Kansas City, Mo. 878
Jim Robeson, Stockton, Calif. 878
3. Barry Gatts, Antioch, Calif. 877
Gary Beasley, Lansing, Mich. 877

Two Man Team Game
1. William Gruner-Dave Conway, Oceanside, Calif. .. 600*
Scott Williams-Willie Hammar, Utica, N.Y. 600*
3. Frank Hudson-Don Hargraves, Rochester, Mich. .. 589

Two Man Team Series
1. Jeff DeKubber-Mike Smith Jr., Sparta, Mich. 1601
2. Mark Lewis-Bob Chappell, Wichita, Kan. 1585
3. William Gruner-Dave Conway, Oceanside, Calif. 1577

Three Man Team Game
1. Relief Pitcher, Binghamton, N.Y. 843
2. Ace's Coffee Shop, Schenectady, N.Y. 835
3. No. 6A, Farmington, Mich. 829

Three Man Team Series
1. Ace's Coffee Shop, Schenectady, N.Y. 2331
2. No. 5 Sunshine, Pinellas Park, Fla. 2299
3. Ed's Dance-O-Gram, Dayton, Ohio 2246

Four Man Team Game
1. Squeezy's Pizza, Downey, Calif. 1078
2. Sparta Lanes Pro Shop, Sparta, Mich. 1076
3. Robby's Carpet Cleaning, Clearwater, Fla. 1072

Four Man Team Series
1. Variety Vending, Schenectady, N.Y. 3043*
2. Vince & Troy's 300 Pro Shop, Pontiac, Mich. 3025
3. Sparta Lanes Pro Shop, Sparta, Mich. 3017

Five Man Team Game
1. Soutar's Pro Shop, Kansas City, Mo. 1384*
2. Direct Approach, Burton, Mich. 1345
Itty Bitty-Flashers, Euless, Texas 1345

Five Man Team Series
1. Stack's Bar, Neenah, Wis. 3758
2. Precision Bowling Supply, Milwaukee, Wis. 3728
3. Doakers Pro Shop, Saginaw, Mich. 3697

* Record

Fewer, Larger Center Trend Continues

The trend toward small bowling centers closing and being replaced by larger centers seemed to continue based on ABC/WIBC lane certification figures for 1989-90.

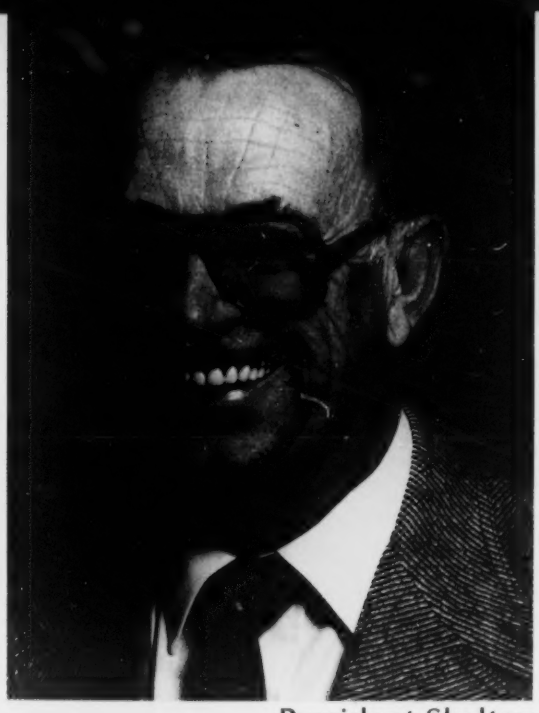
ABC certified 8,025 centers in the 1989-90 season compared with 8,103 in 1988-89. There was very little decrease in the number of lane beds certified, however, as 153,163 beds were certified compared with 153,403 in 1988-89.

The average size of a 1989-90 center was 19.08 lanes, up from 18.93 in 1988-89. In the record 1962-63 season, there were 11,476 centers with 163,323 lane beds, an average of 14.23 lanes per center.

U.S. figures showed 7,682 certified centers with 147,681 lane beds for 1989-90 compared with 7,764 centers and 148,315 in 1988-89. The average size of a U.S. center also was up, from 19.10 in 1988-89 to 19.22 in 1989-90.

84 new centers containing 1,900 lane beds were certified last season.

BOARD OF DIRECTORS 1990-1991



President Skelton

EXECUTIVE OFFICERS

President
Max D. Skelton ..... Ada, Okla.
President Elect
Henry J. Lapinski ..... Philadelphia, Pa.
Vice Presidents
Thomas W. McKay ..... Warren, Mich.
Ted F. Melonis ..... Omaha, Neb.
Lawrence Schafer ..... Macon, Ga.
Blase P. (Ben) Palumbo ..... Buffalo, N.Y.
James T. Lusk ..... Jamestown, N.D.
G. Walton Roberson ..... Tucson, Ariz.
Gerald F. Tessman ..... Maplewood, Minn.
Duncan G. Macpherson ..... Albany, N.Y.
Max Weinstein ..... Louisville, Ky.

ADMINISTRATIVE OFFICERS

Executive Director
Darold G. Dobs ..... Greendale, Wis.
Assistant Executive Director
Roger A. Dalkin ..... Greendale, Wis.

SECRETARY EMERITUS

Frank K. Baker ..... Brookfield, Wis.

DIRECTORS

Milo H. Ambrose* ..... Alexandria, Va.
Gary L. Anderson ..... Taylors, S.C.
William J. Bacon ..... Lubbock, Texas
Thomas L. Baxter ..... Indianapolis, Ind.
Jerry L. Beltz ..... Anchorage, Alaska
James B. Bevins Jr. ..... Knoxville, Tenn.
John G. Birdwell ..... Ft. Wayne, Ind.
Greg D. Blevins ..... Tulare, Calif.
Paul D. Boller ..... Miami, Fla.
Chris P. Brugnola ..... Jersey City, N.J.
John E. Bulger ..... Steilacoom, Wash.
William G. Chestnut ..... Springfield, Ill.
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Thomas F. DeChalus ..... Deer Park, N.Y.
Walter E. DeLozier ..... Wichita, Kan.
Kevin D. Dornberger* ..... Sioux Falls, S.D.
Paul H. Egbers ..... Olympia Fields, Ill.
Daniel A. Esakov ..... West Hartford, Conn.
Edwin W. Fisher ..... Houston, Texas
Alton R. Forbes ..... Chesapeake, Va.
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Scott A. Gunderson ..... Billings, Mont.
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Kermit Helmer* ..... Cheektowaga, N.Y.
Joe Connell Higgins ..... Arlington, Texas
James R. Hilliker ..... Woodland, Calif.
Richard J. Hocking ..... Inverness, Fla.
Richard H. Horst ..... Fenton, Mo.
Charles D. Howell ..... Idaho Falls, Idaho
Harold L. Jacoby ..... Northglenn, Colo.
Theodore M. Jaskie ..... Brown Deer, Wis.
Danny R. Jensen ..... Marion, Iowa
Thomas E. Kiekow* ..... New Berlin, Wis.
Eugene H. Kline ..... Midland, Mich.
Kenneth F. Knapp ..... Los Angeles, Calif.
M. Carl Larsen ..... Salt Lake City, Utah
Dr. Edward F. Leone* ..... Milwaukee, Wis.
Burle M. Lewis ..... Elliottsburg, Pa.
Thomas Mahaulu ..... Hilo, Hawaii
K.R. Mars ..... Pasco, Wash.
Michael J. Monson* ..... Novi, Mich.
Ronald L. Muir ..... Lambertville, Mich.
John R. Nevada ..... Rochester, N.Y.
Joseph Paussa Jr. ..... Syracuse, N.Y.
Gerald A. Porter ..... Muskegon, Mich.
Michael Repas-Reed ... Morrisonville, Wis.
J. Gordon Sellers ..... Jacksonville, N.C.
Michael G. Shenesky ..... Zelienople, Pa.
Jack P. Smits ..... Green Bay, Wis.
Albert H. Sprang ..... Cincinnati, Ohio
Tom Stoma Jr. ..... Lafayette, La.
Robert E. Swift ..... Hawthorne, Nev.
Lewis E. Sybertz ..... Albuquerque, N.M.
Royal D. Tarter ..... Salem, Ore.
Jack F. Templin ..... Kettering, Ohio
Bruce J. Therminy ..... Bradford, Pa.
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ABC National Headquarters
5301 S. 76th St.
Greendale, Wis. 53129

Executive Director ..... Darold Dobs
Assistant Executive Director ..... Roger Dalkin

Group Executives

Communications ..... Steve James
Field Services ..... Jim Zebehazy
Finance ..... John Heindel
Membership Services ..... Tom New
Technical ..... Jack Mordini

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ABC Tournament Entries ..... Sam Vasta
Accounting ..... Ellen McLaren
Awards ..... Karen Sawicki
Bowling Magazine ..... Dan Matel
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Warehouse ..... Jim Rasmussen

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Paul Bernier ..... Rehoboth, Mass.
Monte Nakano ..... Augusta, Ga.
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Pete Dargiewicz ..... Home Office
Tom Schwartz ..... Home Office
Jeff Roozeri ..... Home Office
Jim Peterson ..... Home Office
Pete Sprangers ..... Home Office

MEMBERSHIP, 1895-1990

SEASON	TEAMS	LEAGUES	ASSNS.	MEMBERS
1895-96	60	10*	13	300
1896-97	75	26*	18	375
1897-98	100	29*	19	500
1898-99	120	30*	19	600
1899-1900	150	41*	21	750
1900-01	200	67*	38	1,000
1901-02	202	126*	42	1,100
1902-03	404	136*	45	2,020
1903-04	370	143	85	1,850
1904-05	631	162	85	3,155
1905-06	979	177	70	4,895
1906-07	1,215	236	108	6,075
1907-08	1,328	277	113	6,640
1908-09	1,328	298	111	6,640
1909-10	1,357	302	116	6,785
1910-11	1,454	288	100	7,270
1911-12	1,274	311	81	6,370
1912-13	1,538	298	93	7,690
1913-14	1,780	280	97	8,900
1914-15	2,104	282	105	10,520
1915-16	3,288	424	102	16,440
1916-17	3,348	441	101	16,740
1917-18	3,152	388	111	15,760
1918-19	2,724	271	101	13,620
1919-20	5,177	648	111	25,885
1920-21	4,870	649	111	24,350
1921-22	6,079	721	140	30,000
1922-23	11,606	800	159	58,000
1923-24	10,353	926	161	51,000
1924-25	12,874	1,193	170	64,000
1925-26	15,306	1,455	235	76,000
1926-27	18,858	1,881	248	94,000
1927-28	22,062	2,240	283	110,000
1928-29	27,905	2,817	279	139,000
1929-30	43,901	4,806	322	210,000
1930-31	44,942	5,098	352	215,000
1931-32	39,071	4,518	349	187,000
1932-33	29,211	3,610	327	140,000
1933-34	33,072	4,023	339	158,000
1934-35	42,361	4,715	391	203,000
1935-36	52,411	5,865	474	351,000
1936-37	64,035	7,249	532	307,000
1937-38	93,118	10,212	705	446,000
1938-39	105,144	11,799	799	483,000
1939-40	130,924	14,905	1,000	602,000
1940-41	162,253	18,123	1,216	746,000
1941-42	190,423	21,009	1,317	875,000
1942-43	151,063	16,830	1,045	694,000
1943-44	151,726	16,785	1,013	697,000
1944-45	172,835	18,976	1,082	795,000
1945-46	184,207	20,130	1,220	810,000
1946-47	251,366	26,440	1,334	1,105,000
1947-48	286,153	30,073	1,457	1,259,000
1948-49	311,053	32,999	1,517	1,368,000
1949-50	322,055	34,485	1,585	1,417,000
1950-51	325,147	34,827	1,655	1,430,000
1951-52	336,990	36,365	1,641	1,482,000
1952-53	356,713	38,465	1,658	1,569,000
1953-54	375,377	40,533	1,707	1,651,000
1954-55	395,905	43,090	1,728	1,741,000
1955-56	438,424	47,252	1,772	1,929,000
1956-57	510,130	54,318	1,841	2,225,000
1957-58	592,102	62,549	1,929	2,500,000
1958-59	714,395	75,135	2,099	3,000,000
1959-60	872,605	91,181	2,341	3,500,000
1960-61	1,040,592	108,844	2,595	4,000,000
1961-62	1,155,625	120,788	2,803	4,275,000
1962-63	1,240,634	128,719	2,923	4,500,000
1963-64	1,267,518	131,117	2,990	4,575,000
1964-65	1,263,678	130,498	3,005	4,550,000
1965-66	1,248,427	127,079	3,009	4,375,000
1966-67	1,217,436	123,600	2,975	4,250,000
1967-68	1,203,479	121,150	2,914	4,200,000
1968-69	1,165,284	116,149	2,896	4,150,000
1969-70	1,169,341	115,483	2,856	4,100,000
1970-71	1,184,786	115,244	2,825	4,000,000
1971-72	1,223,476	116,992	2,817	4,100,000
1972-73	1,266,032	119,736	2,795	4,150,000
1973-74	1,321,010	123,083	2,773	4,200,000
1974-75	1,369,891	126,833	2,755	4,300,000
1975-76	1,454,727	132,682	2,759	4,500,000
1976-77	1,502,733	136,636	2,754	4,583,000
1977-78	1,548,979	140,066	2,803	4,727,000
1978-79	1,590,045	143,608	2,836	4,777,000
1979-80	1,601,389	143,607	2,866	4,799,195
1980-81	1,605,012	143,723	2,799	4,755,756
1981-82	1,582,121	141,737	2,769	4,685,036
1982-83	1,557,709	139,940	2,772	4,556,907
1983-84	1,553,277	140,234	2,777	3,791,081
1984-85	1,477,769	133,833	2,874	3,656,928
1985-86	1,466,743	132,576	2,796	3,624,575
1986-87	1,394,572	125,858	2,845	3,424,205
1987-88	1,351,663	121,648	2,819	3,313,491
1988-89	1,305,895	117,469	2,799	3,165,471
1989-90	1,279,346	114,776	2,794	3,036,907

Estimated totals until 1965-66 season. Totals from 1965-66 until 1983-84 based on playing strength. 1983-84 to present are actual membership count.

LANE CERTIFICATION, 1989-90

State	Centers	Lanes
Alabama	54	1,130
Alaska	31	538
Arizona	76	1,844
Arkansas	59	1,034
California	391	10,605
Colorado	125	2,499
Connecticut	45	1,540
Delaware	19	570
Florida	226	6,476
Georgia	86	2,182
Hawaii	29	602
Idaho	70	908
Illinois	493	8,940
Indiana	239	4,848
Iowa	255	3,162
Kansas	161	2,318
Kentucky	83	1,789
Louisiana	59	1,522
Maine	13	212
Maryland	54	1,306
Massachusetts	39	1,114
Michigan	489	10,593
Minnesota	310	3,931
Mississippi	31	542
Missouri	224	3,864
Montana	87	954
Nation's Capital	55	1,516
Nebraska	142	1,736
Nevada	30	803
New Hampshire	12	274
New Jersey	133	3,842
New Mexico	48	856
New York	589	11,956
North Carolina	102	2,356
North Dakota	104	954
Ohio	512	10,807
Oklahoma	90	1,772
Oregon	103	1,764
Pennsylvania	555	8,313
Rhode Island	11	380
South Carolina	53	1,338
South Dakota	84	822
Tennessee	80	1,774
Texas	273	6,918
Utah	57	1,038
Vermont	21	356
Virginia	93	2,314
Washington	154	2,950
West Virginia	53	956
Wisconsin	525	6,400
Wyoming	44	557
1989-90 Total	7,671	147,775
1988-89 Total	7,764	148,315
Difference	-93	-540

Foreign (Regions)	Centers	Lanes
Canada	154	2,972
Europe	134	1,464
Japan	10	160
Outer Regions	17	298
Pacific Area	39	494
Saudi Arabia	0	0
1989-90 Total	354	5,388
1988-89 Total	339	5,088
Difference	15	300

Combined	Centers	Lanes
1989-90 Total	8,025	153,163
1988-89 Total	8,103	153,403
Difference	-78	-240

Ancillary Data, 1989-90

New centers	84	New lanes	1,900
Deleted centers	185	Deleted lanes	2,715
Average number of lanes per center			19.08
Lanes replaced, added or certification reinstated			982
Centers affected by replaced, added or reinstated lanes			61

Litho in U.S.A.